



DN NEWSLETTER

issue 01

Welcome to the first DN Newsletter for farmers. We thought you might like to hear what we are up to whilst we are restricted from farm visits due to the Coronavirus (Covid-19) outbreak. We would also like to keep you informed, both from a company perspective but also, with useful information which you might utilise to help optimise your farming performance.

DN Sales Team continue to manage accounts and drive sales remotely.

Although they are currently unable to make their usual farm visits, the retail sales team have adapted quickly to working from home and through the use of technology and their flexibility the team continue to manage accounts, drive sales and keep in touch with the needs of customers and prospects.

If anyone requires forage samples to be taken we can send out sample bags to allow you to take these yourself, the team are also able to review rations remotely and address any questions or issues you may have so please don't hesitate to get in touch.

We are seeing huge demands for feed at the moment with both mills and transport running to capacity but the whole of the business has responded fantastically to continue to work to our usual lead times and excellent levels of quality and service. You can help us to maintain this by giving us as much notice and flexibility as possible when placing orders.

Thank You!

Thank you to customers for their continued support and understanding in what is an unprecedented national crisis. With over 170 years in business, we have survived world wars, Foot and Mouth and many other social and economic situations. We have 100% confidence in our staff & customers and together we can work through this to come out stronger, continuing to grow our businesses and thrive with a new nationwide outlook on our amazing industry - British Agriculture.

Lambs are hitting the ground

Lambing time is here and the sunny weather is most certainly helping make the job easier. To get young lambs off to the best start we have Progressive Rumistart Pellets or the Pro-Start coarse ration. Speak to your local DN Representative for prices and further information.

Our "Feeding the Ewe" and "Lamb Feeding" Tech Briefs will be available soon. If you are interested in either of these then please contact us.

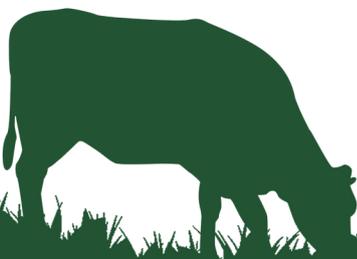


Home n Dry Success in Cumbria

The sales team recently held their sales meeting on farm where they discussed and saw first hand the benefits of feeding an alkalised diet through treatment of grain with home n dry as detailed below by Wigton based beef producer William Miller.

"David simply suggested that we could save money by alkalising our own barley to produce Alkagrain and then wouldn't need to buy protein blend or buffer."

Read more about David Miller's success with Alkagrain in the April edition of the Northern Farmer magazine, which is available at www.northernfarmer.co.uk



AMS Discussion Group iFeed Robot

The first round of meetings for our AMS discussion group iFeed Robot were a great success and very well attended. As we move forward, we will address a number of topics and technical areas identified by those that attended the meetings.

Anyone who wishes to be involved in the group or to be added to the Whatsapp group we have set up, please contact DN Sales Specialist, Stuart Rhodes:

Mobile - 07866 206007

Email - stuart.rhodes@dugdalenutrition.com

We will be sending out useful information and tips via WhatsApp to those in the group!



DN Transport News

The newest addition to the DN fleet is a Volvo 6 wheeler which will replace the DAF 6 wheeler. The lucky driver will be Craig Booth and has been on the road since Thursday 26th March.



Follow Us

Follow us on Social Media for our latest news, product launches, offers and promotions.



Updated Delivery & Collection Procedures

In order to further ensure the safety of both our staff and customers, and following the latest ruling from the government, we have implemented the following procedures when taking delivery of or collecting your essential feed orders.

Customer Collection Procedure:

- Enter the warehouse **ONE VEHICLE** at a time
- **STAY IN YOUR VEHICLE**
- A member of the DN Warehouse Team will approach your vehicle at a safe distance to take your order
- This will be passed to the warehouse office to arrange the necessary paperwork
- Should you need assistance at any time, please sound the horn and wait in your vehicle until a member of staff becomes available
- Entry to the DN Warehouse Office and leaving your vehicle is **STRICTLY PROHIBITED** at this time
- Once loaded, please pull into the designated load fixing area on the car park to check your vehicle and strap load

Wherever possible, please **PRE-ORDER** feed by calling your local DN Representative or the warehouse team on 01200 420234. This will ensure your order is dealt with in the safest and most efficient way.

NO CASH PAYMENTS. In order to reduce the spread of disease and the risk to our employees, we are unable to take cash payments at this time.

Contactless Feed Delivery Procedure:

- Place your order as usual by calling your local DN Representative or the dedicated orderline 01200 420201
- When placing your order, please give clear delivery instructions for the driver - bin numbers, where to leave paperwork etc.
- When we arrive on farm with your order, please **DO NOT** approach the driver
- **ONLY** if it is essential to speak to the driver, please do so by remaining **AT LEAST 2 metres** apart
- Paperwork will be left in the agreed place when feed has been delivered

